

**Deloitte.**  
Private

 **GREECE**  
**BEST**  
**MANAGED**  
**COMPANIES**



**Best Managed Companies 2022**

Celebrating the best private businesses  
in Greece and across the world

## About Deloitte Private:

Deloitte Private is exclusively dedicated to serving private companies of all sizes including local entrepreneurs, small and medium-sized enterprises (SME), startups, family businesses, large private companies, private equity funds including portfolio companies, and individuals. Our Deloitte Private teams understand the unique needs and challenges faced by private companies and can provide you with all-round tailored services.



Best Managed



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## Celebrating Greece's private sector

### **What**

Best Managed Companies is an awards program recognizing privately held companies for their organizational success and achievement. The program provides a distinct framework for management teams to challenge themselves and enjoy the pre-eminent mark of business excellence for privately-owned and managed Greek businesses.

Best Managed winners are recognized at an awards ceremony where they can network with other outstanding private sector leaders and hear from business educators and industry professionals specializing in private enterprise.

The Best Managed Companies global awards program is currently active in the Americas, Europe, Australia, China and now Greece. The designation is a well-regarded international stamp of quality recognizing the best private companies.

### **Why**

We want to recognize and celebrate the hard work, passion, and pioneering ideas that emanate from private companies. Through the awards program, we are sharing best practice, supporting company and sector growth, and building a community of the best private companies in Greece and across the world.

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## What's in it for your company?

### **For applicants:**

- Gain an independent view of your business from industry experts
- Learn of practical solutions that Best Managed leaders apply to drive initiatives within their business
- Explore growth opportunities during one-on-one coaching sessions with private enterprise specialists (for those who meet the Phase 1 eligibility requirements)

### **For winners:**

- Enjoy exclusive use of the Best Managed Companies' designation and gain a strong reputational boost
  - Build visibility and credibility
  - Join a community of Best Managed companies from across the world
  - Strengthen your ability to attract and retain great talent
  - Network with other exceptional private company business leaders from across Greece
  - Attract business and enhance your value proposition in tenders
  - Access a range of business forums and discovery sessions
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## Who can apply?

To enter the awards program, companies must satisfy the following eligibility criteria:

- Recent annual turnover in excess of 10 million euros
- Privately held Greek companies (including private equity portfolio companies)
- Headquarters or major decision center in Greece (operations can be also abroad)
- Fully compliant from legal, tax and ethical perspective
- Managing finances effectively, adapting to changing market conditions, over the past 3 financial years
- Economic stable company

The following organizations are ineligible:

- Credit institutions
  - Banks
  - Insurance companies
  - Co-ops
  - Listed companies
  - Greek subsidiaries of foreign multinationals
  - Government owned entities/ public sector agencies
  - Charities and not-for-profit organizations and their affiliates and subsidiaries
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## The application process

### **Applicants must complete a two-phased application:**

#### **Phase I – The online application**

- This first phase verifies eligibility and should only take 30-90 minutes to complete the online form with the information on-hand.

#### **Phase II – The applicant lab experience**

- Shortlisted companies will work with coaches from Deloitte to complete their Phase II submission. Based on a set of well-defined management principles, expert coaches work with applicants in a one-to-one session to understand their business, provide insights, and help them benchmark against some of the strongest and most progressive private companies in the world.

#### **Outcomes and awards**

- An independent jury will score the different companies based on the global Best Managed Companies framework.
- Winners will be invited to celebrate their company's success at an awards ceremony alongside other outstanding leaders in the private sector.

**All submissions are confidential and the program is compliant with Deloitte's privacy and confidentiality policies.**

#### **Is there a program application fee?**

There is no cost to participate in the program.

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## How are applicants evaluated and selected?

Following the application and evaluation process, an independent jury selects the winners.

The Best Managed evaluation framework is consistent across the world and based on more than 25 years of the awards' history - working with companies - supporting their growth and observing best practice.

### What makes a Best Managed company?

Companies tend to exhibit the following attributes to enable sustained growth:

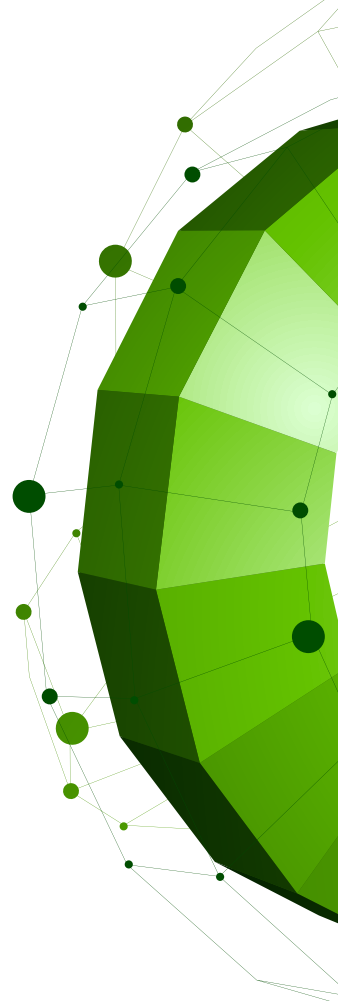
**Strategy** — they have a formal methodology for strategy development; their strategy reflects all stakeholders; they have the right capabilities and metrics in place to execute their strategy; and they clearly and consistently communicate the strategy to all levels of the organisation.

**Capabilities and innovation** — they develop valuable capabilities and resources; are highly execution-oriented; are focused on productivity and innovation; and are conscious of hiring the right people to execute their business model and strategy.

**Culture and commitment** — they build a strong corporate culture and legacy; actively develop their people and leadership team; provide a holistic compensation system; create an inclusive culture; and address continuity issues within the company.

**Governance and financials** — they install strong governance structures; use KPIs to manage progress; maintain a strong balance sheet; and apply the financial discipline required to drive revenue growth, improve operating margin, and increase asset efficiency.

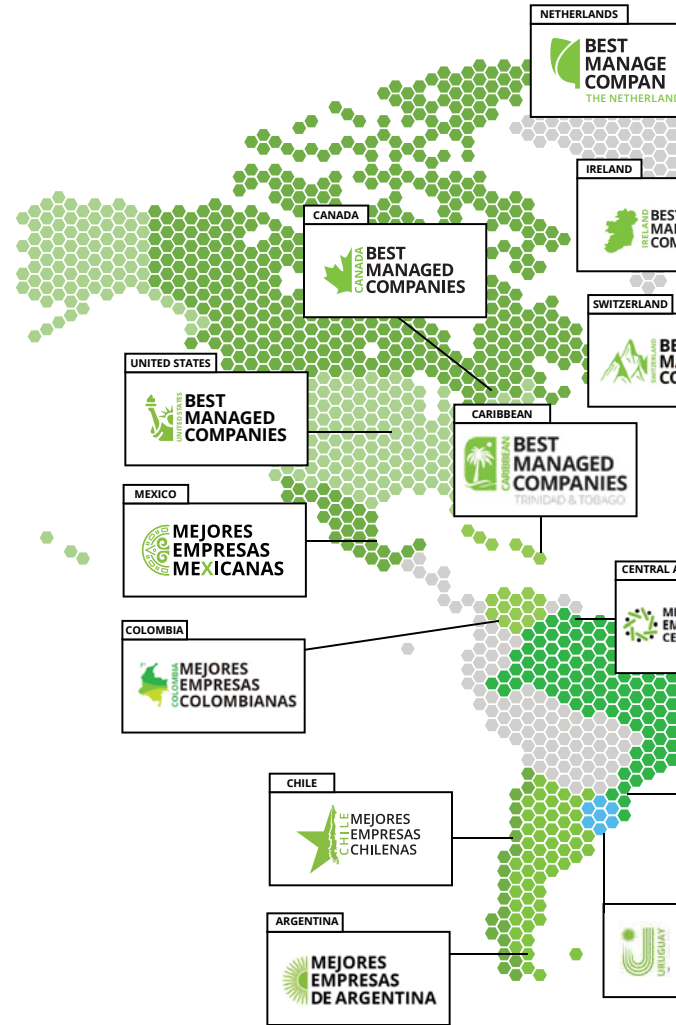
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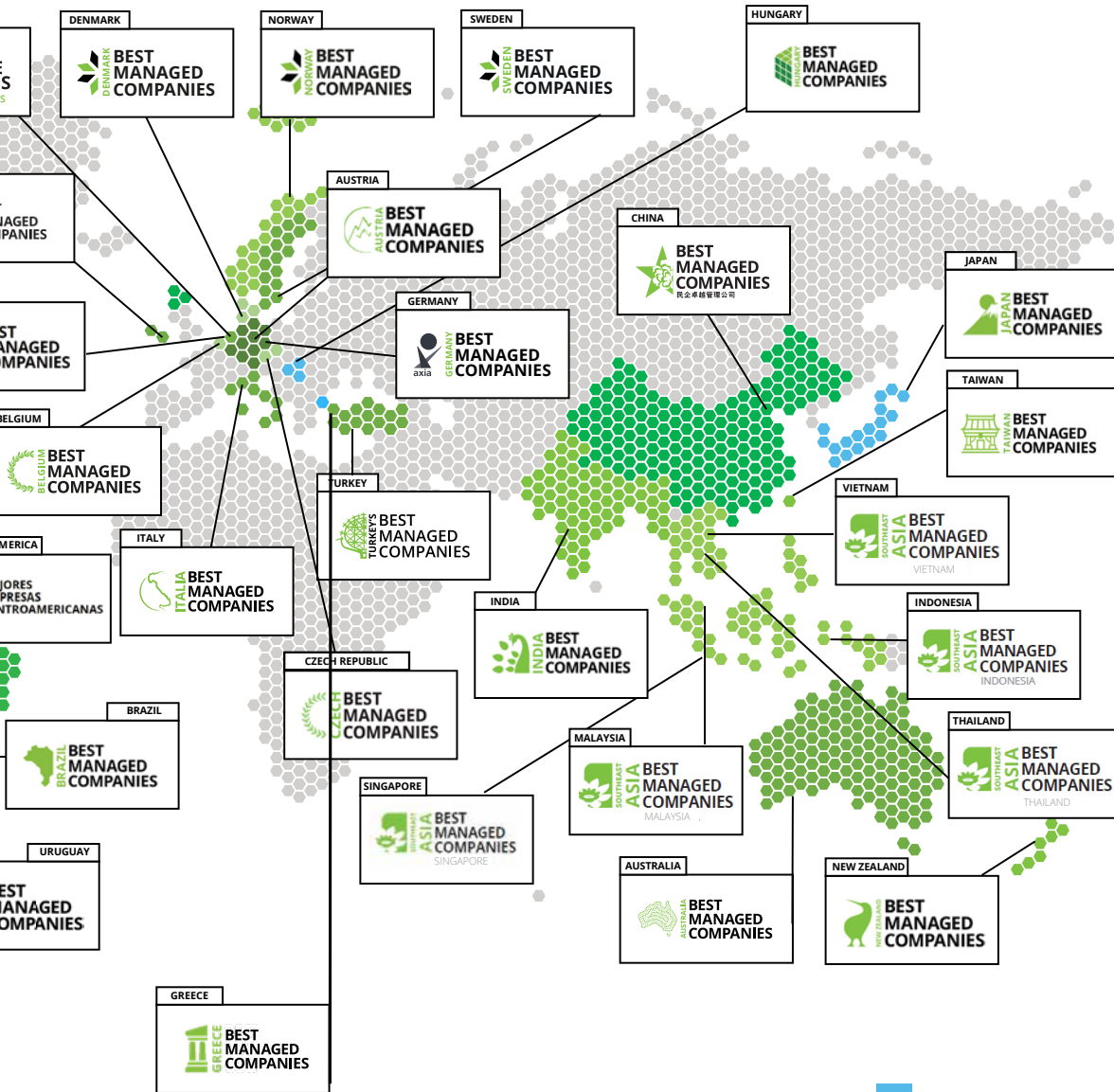




# Global recognition

Drawing from the proven international success of Deloitte's Best Managed program, Deloitte is introducing the competition for the first time in Greece, to join a global network of Best Managed companies.





 Upcoming launch

## Contact us:

If you require further information, please contact us at [bmcgr@deloitte.gr](mailto:bmcgr@deloitte.gr)

# Deloitte.

## Private

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